

Message Text

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46

ACTION COME-00

INFO OCT-01 ARA-16 ISO-00 EB-11 SSO-00 CIAE-00 INR-10

NSAE-00 RSC-01 INRE-00 DRC-01 /040 W

----- 051416

O R 211404Z NOV 73

FM AMCONSUL RIO DE JANEIRO

TO SECSTATE WASHDC IMMEDIATE 9688

INFO AMEMBASSY BRASILIA

AMCONSUL SAO PAULO

UNCLAS RIO DE JANEIRO 4295

FOR COMMERCE OED/MPED

E.O. 11652: N/A

TAGS: BMEP, BR

SUBJECT: RAILWAY CARS FOR BRAZIL

REF: RIO 4269 AND PREVIOUS

1. CONGEN HAS LEARNED REDE FERROVIARIA MAY NOT REPEAT NOT GRANT EXTENSION BID DEADLINE BUT MAY INSTEAD ISSUE NEW BID TENDERS. WE ALSO UNDERSTAND NEW TENDER WOULD BE FOR INTERNATIONAL BIDS AND NOT TIED TO EXIM LOANS. WE ALSO UNDERSTAND NEW BIDS MAY NOT COVER ONLY HOPPER AND REFRIGERATOR CARS BUT OTHER MATERIAL AS WELL. REDE PRESUMABLY REASONS THAT THERE IS NO NEED FOR BID EXTENSION AS NO AMERICAN FIRMS PRESENTED BID PROPOSALS. THEY ARE AWARE OF COURSE PULLMAN INTEREST, BUT ONLY OBLIQUELY, AND HAVE NOT RECEIVED ANY HARD AND FAST PROPOSAL FROM THE COMPANY. LACK OF PULLMAN REPRESENTATIVE IN BRAZIL MAY ALSO BE CONTRIBUTING FACTOR.

2. CONGEN HAS SOUGHT INTERVIEW FRIDAY, NOV. 23 WITH REDE CHIEF OFFICER, GENERAL CARLOS HENRIQUE RUPP, DIRECTOR AND COORDINATOR GENERAL, IN EFFORT FORESTALL ABOVE DEVELOPMENT. CONGEN WISHES CONVINCE REDE THAT IT WOULD BE IN THEIR INTEREST TO WAIT

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UNTIL THEY HAVE HAD OPPORTUNITY TALK TO PULLMAN

TEAM BEFORE MAKING DECISION ISSUE NEW BIDS. HOWEVER,
IN ORDER MAKE PRESENTATION EFFECTIVE CONGEN MUST HAVE
ASSURANCES THAT (A) PULLMAN CAN SEND REPRESENTATIVES
TO BRAZIL NEXT WEEK; (B) PULLMAN REPS WILL BE ABLE TO
MAKE DEFINITE PROPOSAL REGARDING RAILWAY CARS,
INCLUDING DELIVERY DATES.
BOONSTRA

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NNN

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